



Gap Analysis of Heliostat Field Deployment Processes

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Field Deployment Overview



Funded by:

• Field deployment captures all activities required to establish a functioning solar field



Stakeholder interviews and workshops



Utility concerns:

- "Fleet of old generation plants are going down. 1000s of MW are going off and we
 need to replace with new capacity. <u>We just need the technology to work."</u>
 - Reliability and power production case needs to overwhelm existing skepticism. Too many plants have underperformed.
- <u>"PV+battery</u> is much more competitive than thermal storage. The market has evolved."
- "SCE solicited 4GW of storage over the next 4 years all batteries. It's tested, modular, proven"
- <u>"Speed is definitely a big deal</u>. Battery supply is tough to get due to a manufacturing bottleneck, so the whole project cycle is 18 months for a battery project. "
- "We do not plan on pursuing another CSP plant at this time. <u>It's not 2010</u> {incentives, market}
- "Medium term 8 hour storage is interesting but we only need just enough storage during the peak load from 5-9pm."
- "We still need synchronous loading"

Stakeholder interviews and workshops



Investor concerns:

- "How much <u>money</u>? How much <u>risk</u>? Schedule to <u>ROI</u>"
- "\$1 Billion is high risk, by the time you get <u>all the institutions</u> lined up the market moves on."
- "Projects in the <u>\$200-300 million range</u> are the sweet spot"
 - "Go small! Get deployable with small modules that can meet any spec."
- "<u>Years of zero revenue</u> because technical solutions were difficult to find. Modular layouts will prevent these single points of failure."
- "Is your <u>EPC properly capitalized</u> to stay long term and will they commit no matter what?"

Stakeholder interviews and workshops



Developers:

- "There is <u>no consensus on optimal size</u>. We used to think the correct heliostat was the largest thing you could fit on a pile
 - "Think about the \$10 water-tight connector"
- "Don't get too caught up in the cents {LCOE}! Fields that are more <u>deployable</u> may be more attractive. LCOE will come down with economies of scale"
- It's hard not to get <u>locked into a design</u> too early. People develop trusting relationships with suppliers during development which can make it hard to make needed changes if they sour those relationships.

HelioCon Field Deployment



- Objective: reduce heliostat field deployment costs
 - Mature heliostat technology and develop cost saving deployment technologies
 - Site x Heliostat specific
 - Time dependent
 - Cost models for deployment lack validation by EPCs
 - Increase Learning Rates and Economies of Scale
 - Permitting challenges
 - Lack of market stability
 - \$1B a try

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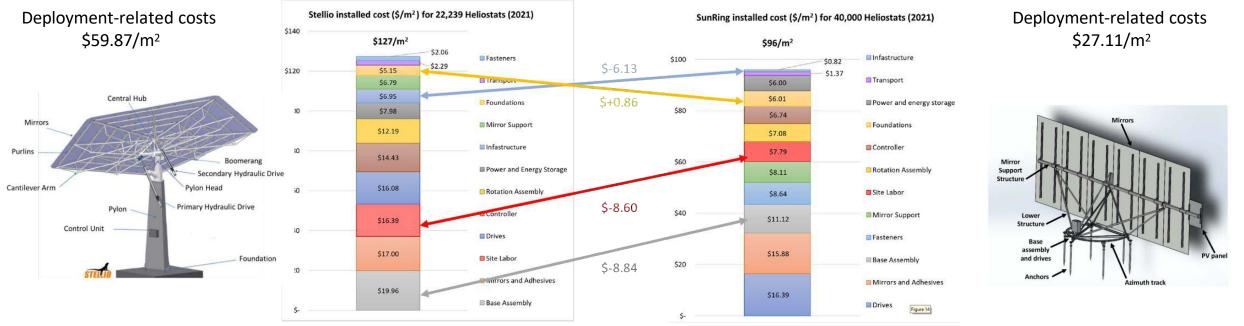
Increase Learning Rates and Economies of Scale

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Funded by:

Gap: Deployment costs are not well known

- Gap: Cost models for deployment lack validation by EPCs
 - Site x Heliostat specific, Date dependent, Cost models for deployment lack validation by EPCs
- Kurup et al. present a cost analysis of the Stellio and SunRing heliostat designs using DFMA Software
 - <u>This study does not include optical properties</u>. LCOE studies for Roadmap have shown that heliostat costs savings must be substantial if they reduce optical performance even slightly
- Top down (1/3 total cost for field) indicate deployment may be ~\$180/m2 not including O&M. (Gap is 3x the SETO goal!)



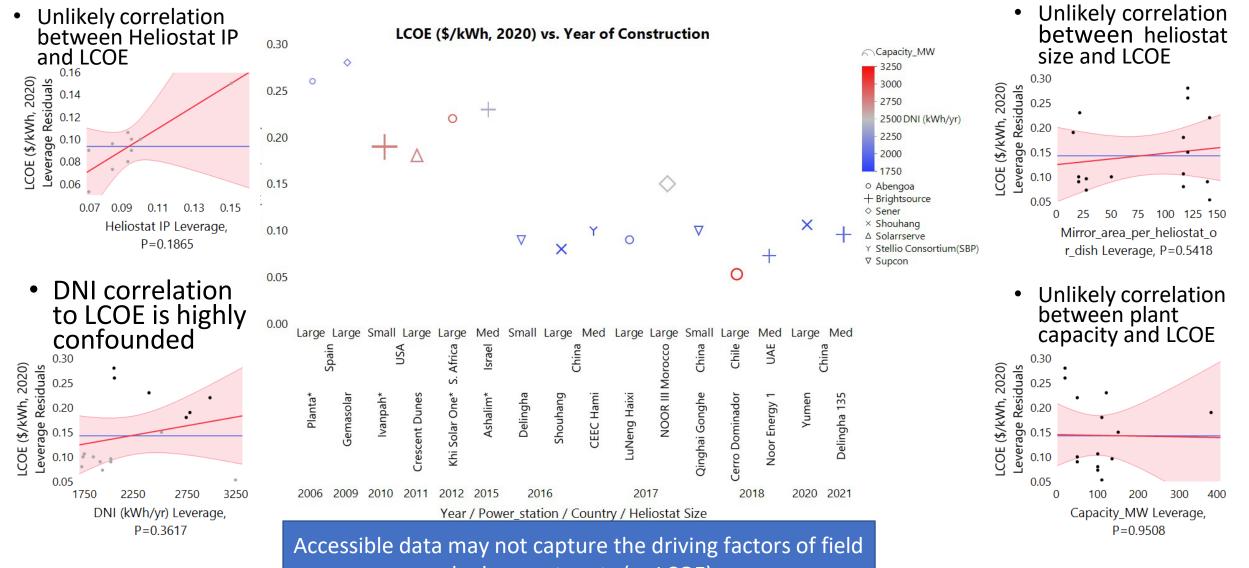
Kurup, P., Akar, S., Glynn, S., Augustine, C., & Davenport, P. (2022). Cost Update: Commercial and Advanced Heliostat Collectors. Retrieved from United States:conceptual designcomponentsintegrationmass productionheliostat field



Funded by:

Published data overview

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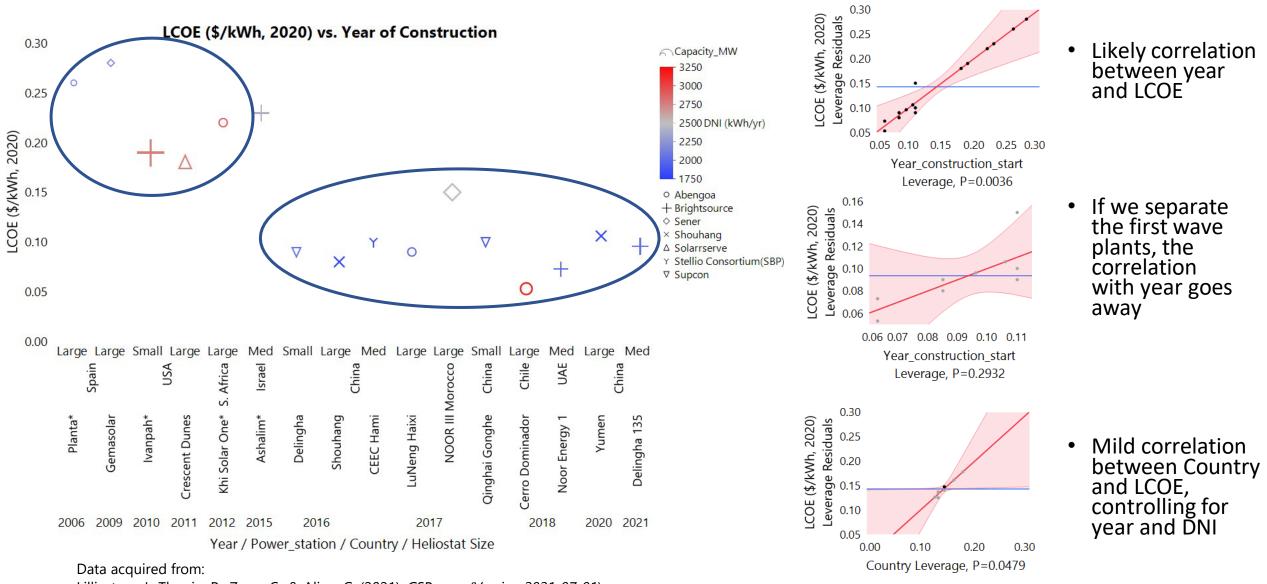


deployment costs (or LCOE)

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Lilliestam, J., Thonig, R., Zang, C., & Alina, G. (2021). *CSP.guru (Version 2021-07-01)*. http://doi.org/10.5281/zenodo.5094290. Retrieved from: https://solarpaces.nrel.gov/

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Economies of scale and learning rates



- Johan Lilliestam et al.
 - Average PV learning rate is 20% since 1990
 - Trough CSP shows learning rates exceeding 25%
 - CSP with heliostats never seems to get enough deployments to meet the following conditions:
 - long periods of stable production and policy support
 - learning curves are more pronounced within a single company/organization
 - cost pressure from competition was present

• Solution:



Gap: System models underperform

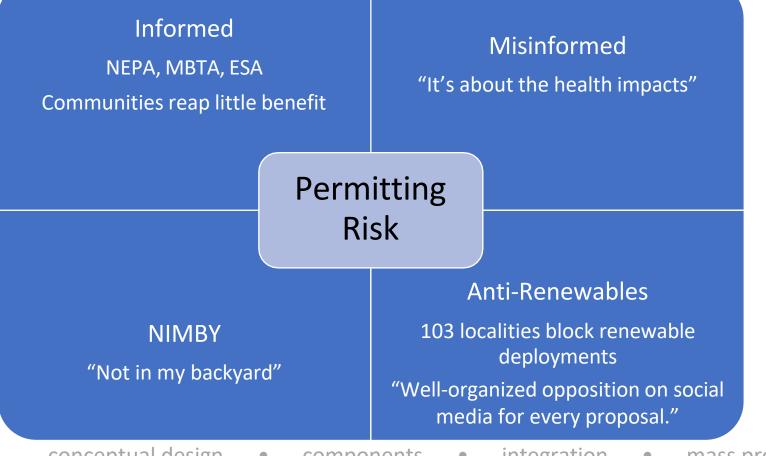
- Solution: revise models
 - Known uncertainties (Planned HelioCon scope):
 - O&M and Field Deployment (EPC/Developer Study)
 - Wind related losses
 - Soiling
 - Unknown uncertainties (Findings in EPC/Developer data analysis)
 - Contributing Factors
 - Location dependent factors
 - Nation-based factors



Permitting Risk



- "1.7 GW of proposed solar cancelled in permitting phase in 2021" Reuters
- "Site acquisition is a top threat to growth"- LevelTenEnergy poll





Permitting risk reduction

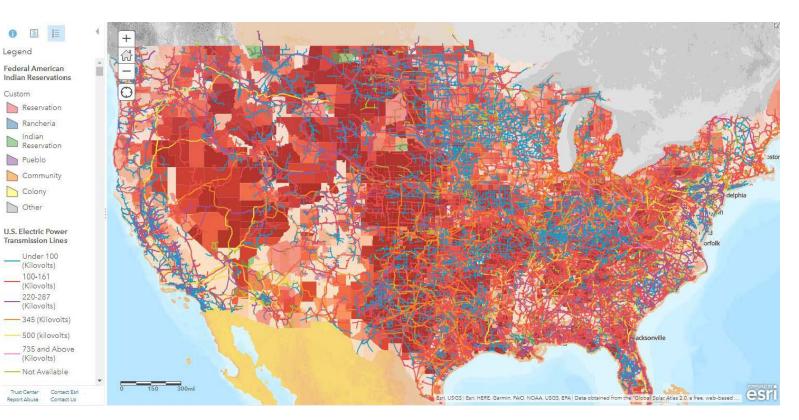
- Informed:
 - Avian and terrestrial wildlife detection, avoidance, and deterrence technologies
 - Undisturbed terrain
 - Waterless and low water washing technologies
- Misinformed
 - PR campaigns
 - Early community engagement and education
- NIMBY
 - Socioeconomic analysis of community impacts/benefits
 - Aesthetic layouts and siting to avoid view of receiver
 - Modular systems with smaller footprints
- Anti-renewable groups
 - Correlation study to determine the likelihood of opposition based on political and socioeconomic data

Solution: Study socio-politically informed siting



Siting Criteria

- Solar Resource
- Transmission Lines
- Consultation with Indigenous/Rural communities near proposed sites
 - Several Pueblos, Tribes and the Navajo Nation have recently deployed commercial scale solar energy in the last year.^{1,2}
 - Indigenous-led solutions may inform the way CSP could be deployed for these communities.
- Politics
 - Energy commissioners have sided with opposition groups who do not want renewable deployments in "back yard"³
 - Environmental groups have also opposed CSP deployments due to concerns for wildlife and water use



- 1. <u>https://www.energy.gov/articles/doe-awards-9-million-tribal-communities-enhance-energy-security-and-resilience</u>
- 2. https://www.energy.gov/sites/prod/files/2019/01/f58/2.1-Picuris.pdf

<u>3. https://www.reuters.com/world/us/us-solar-expansion-stalled-by-rural-land-use-protests-2022-04-07/</u>

Lack of Market Stability



- Address barriers to market diversification
 - IPH applications may have much lower cost of entry and more control over developments on site.
 - Develop software models that address key questions for interested IPH exploration
 - Where do we put the heliostats and how big would the field be?
 - Where does the receiver or tower go?
 - Are heliostats the right solution in our site?
 - Risk reduction for utilities
 - Reliable
 - Dispatchable
 - Resilience

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